## U.S., Soviet Union Sign Pact to Scrap INF Missiles

## By Don Oberdofer

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'Claws of Asia's 4 'Tigers' Slicing U.S. Trade Gains

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## Greetings'at the White House: Excerpts From the Official Remarks <br> Reagan









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 See Corbachev, page 4

## U.S.-Soviet Arms Treaty: what the

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 See TIEERS, Page is

## The 3d Summit: Pageantry, Promises and Symbols

By David Hoffman
 on


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## Vorrification




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## FBI Probing 'Criminal Act' in Jet Crash

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## 4 Hurt in Bombing at Manila Airport

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The Melbourne office building where a gumman phenged to
his death Tuesday after going on a random shooting spree. his death Tuesday after going on a random shooting spree
The photo indicates his fall and an area of broken windows. Gunman in Melbourne Kills 8, Falls to Death

## The Asocimed Press MEL BOURNE

 MEL BOURNE - A gunmakilfed ight persons Tuesdy in
office bigiltiog and womed




Iraq and Iran Claim Strikes in Gulf




South Korea Seeks Suspect's Return
 Andaman sea with 115 poopie booard





Israel Asks Probe of Lost Nari Files

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## TRAVEL UPDATE

Air France Unions Urge 4-Day Strike PARSS (AP) - Two mions represenning piots for Air France the













Correction




\section*{After Centuries of Invasion, Afghans Embrace Fighting as a Way of Life <br> 

## Gorbachev＇s Visit Brings Out Banners



## $\underset{\substack{\text { Summit Schectule } \\ \text { Unue man meneminale }}}{ }$


 Wednesthy，Dec9


1800：Secrectary of State George
－${ }^{\text {P．Sluly }}$ Holds a lunchoon for Mr
Gorbachev．
 －
 Yi； 1400 ：Vice President George
insh holds a brealfast for Mr．
Gorbache． 1350：The fourth Reagan－Gor－
Ind bachev meeting begins．
1700 ：Mr．Reagan and Mr．Gor 2．bachey hrve Reazen and ong Mr．Gor－
1900：A White House departane




NO FAN OF GORBACHEV－A demonstrator in Washington＇s Lasfayyette Park horiding
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the heart of Paris， near the Place des Vosges，the GRAND VENEUR MANSION now offers some 3.500 m 2 for a prestigious headquarters location． Under the control of the＂Office National des Monuments Histori－ ques＂，the building has been scrupulously restored to its original ＂grand siècle＂character，including the grand staircase and reception rooms，the hunting scenes decorating the facade and the original paving stones in the imposing courtyard．Today，renewed to its former glory， the GRAND VENEUR MANSION is now ready to house a major
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## HERMES <br> INAUGURATES TODAY，DECEMBER 9，1987，

 ITS NEW STORE IN


Mikhail S. Gorbacher and Ronald Reagan matching smiles on Tuesday at the White House.

Abroad: Anxiety, Cynicism and Optimism Mingle
By Barry James has concerned the Western aliance been lefi in the cold, according to Incmational Herald Tribure


 ian missile base cerctrataed the imi-
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cruise mispiles cruise missiles.
The Paris new Tapee Paris newspaper Liberation
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We bring back fond memories.


Soviet Says Air Power Should Be Negotiated By Michael R Gordon WASHINGTON
Soviet military official has shamioly criticized the nefficial has sharpl)
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sponse, Colonel General Nizolis Chervor said the U.S. approac
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NATO shound be willing to reduce the Mumber of aincraft Hhe added that hetioppter gum G General Chervov asserted that
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## ATITES:

Dutch Decision
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ing of securiy of the world and ol Europe.,
treaty limiting stracegic, or
lono-range weapons, "that, yes, would be historia" Mr. Chirac said
in a tevevision interiew.
(AP, Recmers, $A P P$ )


Flanked by their husbands, Nancy Reagan and Raisa Gorbacher shake bands at the White House on Treesday.

## Raisa's Day: A Breathless Race By Washington's Landmarks

outh African Paper Warns Reagan CAPE TOWN (Remers) - The newspeper dosest io the Soulh
 goverment.



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Pravda Says Soviet-U.K. Ties Improve





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 Gorbachevs at the Soviet Embass.

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fall into the viller category.
 D your pension fund strategy you are amiliar with the variety of $D M$ instruments avaifable.

But, thereare subtle differences in yields, liquidity, maturity, and depth of the market. Thereare yet other considerations which may require
tailor-made solutions. Our experts We to talk to you about them. WestLB is one of the leading German banks issuing DM bonds. After all, we have over DM 60 billion in circulation worldwide. When the future of young people is at stake, make sure yourplans includeWestLB.

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ary．Mr．Piancone＇s company，Roma Food Enterprises
of Piscataway，received permiscon to of Piscataway，received permission to sell pizzas on the
streets of Moscow under the trade name Astro Pizza．

Managua Seizes U．S．Pilot Tied to Contrasy

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PIZZA TO GO，TO MOSCOW－Louis Piancone Sr．
standing in front of an oven－equipped pizza van that will standing in front of an oven－equipped pizza van that will
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Retirees Resetting In College Towns Reuired people in the United
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sonably priced＂ When John $K$ Kitredge $r$
ired last momth as an insurance executive he and bis wie，Betry，
sold their bouse in Sumninit New Jersey，and moved to Chapel Hill versity of North Carolina
though they had no ties there．
mate with fewer people than New York area but also wanted
to avoid the golf and tennis com munities that are basic for retired
people，＂Mr．Kituredge said．＂Bu wable we espopially wanted was
place that offered a wide choi of cultural events as well as good shops and restaurancs，
lege town was periect．＂ Retired people ealso find that
college towns isually have cheap．


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Of all the Credit Cards，UNICEF Offers Cards，UNICEF Offers the Only Card that the Only Card that Gives all the Credit Gives all the Credit to Children．
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Children Count onUs．CanWe Count onYou？

United Nations Children＇s Fund
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## NBC Plans to Stay

 At New York Site



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OPINION


Maguy Marin Takes On＇Sins＇ By Brecht／Weill ，buysy以上twawtiv















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WORLDWIDE ENTERTAINMENT

## ${ }_{1 \text { IV }}$ WHATELET du 16 décembre 1987 au 24 janvier 1988 A CHORUS LIME

 Production originale concue，
mise en scene et chorégraphee par
MICHAEL BENNETT



## Nakasone: A Leader Who Led Too Fast

## For the Consensus




Noboru Takeshita


As the Takeshita era begins, Japan reflects on the Nakasone years and the contrast in styles.


## A One-Party Democracy Based on 'Money Politics'

 Rusning a faction is an expensive busivese Othe
than paying out can maign funds for bis candidather accion boss gives his members several milion youthe
mideryean and year-nd gifts. menderst burreauncrats, members of the opposition
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out of facion funds, as are trips to the big city for ie
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Barring a violent change, the LDP looks likely to govern in perpetuity.

The faction boss raises bis money from compain
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LISA MARARTINEAO is The Guardian's Tokpo come:
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## Takeshita Tackles an Unfinished Agenda



# Токуо, Остове 1987 What Happened And Why? 

Investor Confidence and a Strong Economy Stabilize the Tokyo Market

## NEW YORK TOKYO LONDON


.New York, London, Tokyo...
The world's three great stock markets are forging nnuual inks, making 24 -hour global mading a financial reality. Events on October 19th show just how interrelated the three major international stock markess have become. Severe jols were felt throughour the world's Mous toid mand when nvesters, wany of the U.'s enlor begn massive sell-of deficits, and he weakening Now, began a mas in serial On Black Monday, he $22.6 \%$ is Jones industria verage declined a record 22.6\% recorded a similar deld a and ere verseas investors sold a stagg $140 \%$ and tiggering the nning the Niker loss limiting system. During the week of he crash the Dow Jones' and Financial Times' indexes fell恠 below their
respectively. respectively
fell below is 1087 same period, the farthest the Nikkei Averag the weeks' end the Nikkei Average had rebounded a srong $+2 \%$, making the Tokyo marker's resilience the focus of attention among international investors.

## Individual Investors Help Stabilize the

 Tokyo MarketThe key players in cushioning the fall on the Tokyo marke
were Japanese individual investors. During the month of October, net purchases by individual investors came to
approximately $¥ 700$ billion, roughly triple the previously recorded high in September. Other Japanese investors who playcd a stabilizing role in the Tokyo market include financial institutions and corporations, accounning for $¥ 1,1229$ bilion of net purchases, and investment trusts accounning for 93.0 bimon. This purchasing trend parially olfset $\neq 2023$ silling beached $\neq 0$ As for the week of the crash (October 19th $\sim 24$ th), overseas marker sold of only $¥ 78$ billion but individual investors supported the market by purchasing some $¥ 623$ billion worth of stocks, and non-financial instirutions were net buyers by $¥ 190$ billion. This buying by lapanese individual investors and corporations counterbalanced the selling by foreign investors in Tokyo. Confidence remained high, and stability remurned quickly.


## Strong Economy and Solid Savings'

 StructureOric reason for such strong support buying by Japanese investors is their laith in the fundamental ssrength of the Japanese economy. Japanese businesses, especially in the tech industries, have overcome the oil shocks of the ' 70 ' and the yen appreciation of the ' 80 's and have adapted to he new internazional business environment According to the OECD, the combined effect of the fall in stock prices and the low dollar will only slightly affect 1988 's real G.N.P. decreasing it by just $0.75 \%$ In fact the Nihon Kerzai Shimbun predicts that for the fiscal year ending in March 1988, the predicts that for the fiscal year end ing in March 1988, the increase by $29 \%$ over the previous year.
increase by $29 \%$ over the previous year.
Another reason for investor support is the high rate of individual savings. In 1985, Japan's individual savings ratio reached $16.0 \%$, demonstrating a strong propensity to save. In comparison, the West German rate was $11.4 \%$ while the U.S. rate was only $5.2 \%$. Given the percentage of total savings invested in stocks, which is $8.5 \%$ lower than the U.S. tate of $22 \%$, erosion of assets due to the crash was relatively slight, despite the strong growth in stock investments. Japanese financial institutions will also continue to use stock investments as part of theit asset management programs.
The fundamental strength of Japan's economy has instilled confidence in both individual and institulonal investors, which in turn has provided stability in otherwise volarile financial markess. Investor confidence and economic strength make Tokyo the safest market in vclarile uimes.


## Dollar's Steep Drop Stirs New Interest in Yen

| Marybeth Nibley |
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| iility rather chan as a declaration <br> The massive invervention canier an of Japan during the dollar's a huge purchases by Japan rell <br> a prolonged dollar free-fall es to the United States to disap sts said. <br> Becoming the world's banker wo <br> ies that Japan is reluctant to $p$ <br> ance. <br> If you are the custodian of <br> erve cumercy you get certain <br> Budd said "The question for th <br> are chey prepared to have both <br> The answer seems to be no, for <br> e future. Some economists say <br> ready by the end of this centur <br> rady has started to affect the wio <br> ll is affected by it. <br> II is a fasuonabie idea to thin <br> Brown of County NatWest. |
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Finaly, there are hibis. Poople are acurs.
According to Peeter Becketh, chief dealer at


## Imports Fail to Blunt Edge of Trade Surpluses





## There should be more to global corporate banking than good deals



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## Reluctance to Boost Domestic Demand Sours Trade Ties With U．S．

The perception in Washington：Japan only moves if it is slapped in the face with strong，unexpected action．


Japan vs．U．S．：Tracking the Trade Surplus















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STUARP AUERB，4CH reports on interna－
tional trade for The Washingon Post

## ＇Made in Japan＇Becoming Less So

## 143 ． 46 28 －




By Andrew Horvat





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## Property Boom And Speculation Buoy Economy

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Growing demand for luxuries: Tokyo shoppers pause at Gucci
Cost-cutting may raise profits, but it does not necessarily increase sales.
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Banks Need to Lose Fat As Easy-Profit Era Ends




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## Sanwa's

 added reach in Japanese finance can do a lot for your business

A wide client base of Japan's an Bank, one institutions, has always stressed the importance of providing a whde range
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## Tokyo's Spiraling Property Prices Risk Creating a Two-Class Society

Banks now offer two generation' mortgages in which the eldest son or another heir is expected to assume payments after the owner retires.
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## Crash Bares Vulnerability of Tokyo Exchange



Investments

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Market Movements Linked to Power Of Investment Yen



Software Projects to Ease Shortfall


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The sum paid for van Gogh's "Sunflowers" set an all-time high.

## As Dollar Falls, the Yen for Western Art Grows



With so much ready cash, real estate, stocks and bonds are saturated. The excess is pouring into the art market.













 than San Francison Onthestra is being in monk
to play Roy Haris's Third Symphony in To-





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A jazz dance class at a Tokyo health spa.

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At first glance, nature and technology may seem to represent opposite poles. In fact, an affinity with nature makes a vehicle better equipped to ride the wind, bear the cold, beat the heat, and tame the roughest terrain. For this reason, we look to nature for inspiration, then apply whatever insight we gain to our technology. We aim to build cars that meet the requirements of both man and nature in a harmonious way. Cars that are technologically advanced, yes, but more than that, cars that are as reliable as the coming and going of the seasons. Because in our many years of making cars, we've always come back to the same conclusion. The more a car understands nature, the better it can meet its challenges.

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Heralin mayzow Tribune.



## MADISON AVENUE

Ad Spending May Resist A Possible Slump in 1990


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 Neodham Harper Worldwide

## Currency Rates



Dollar Not Enough to Aid U．S．Exports
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 of Lexingtour Massachuselts．
Such figura are raising hopes in
Washington that exports by the
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 The moss obvious comstraint is




## BP Buys Stake

 In Britoil，Bids For Up to 30\％| By Warren Gerler International Herald Tribune |  |
| :---: | :---: |
| Tvesday，British Perroleum Co． snapped up 14.9 percemt of Britoi |  |
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| PLC＇s shares onistanding on the stock exchange，and later an－ nounced a tender offer to raise that |  |
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| slakk 1029.9 percent |  |
| per shares refilexis pro |  |
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| Onday＇s close in Britoil shares |  |
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| E1．5 billion（ 527 billion）The 29.9 percent would cost BP about $\mathrm{EA50}$ million． |  |
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| In recent months，BP has sig－位保，after its $\$ 7.6$ billion pur－ hase eartier this year of the 45 percent of Ohio－based Standard |  |
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| Oil Co，that it did not aiready own． Britoil bas long been regarded as |  |
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| oil exploration and produc－ |  |
| non compary it has <br> and gas assets in the North Sea． <br> The British government retains |  |
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| socalled golden share in Britoil <br>  |  |
| giving it the power to veto any |  |
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| ＂At 30 percent，BP would only |  |
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| ed to complete the takeoverStandard＂at such a large cost． |  |
| Late Tuesday，BP said that tit had |  |
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| it would make a tender offer for a further 76 million shares． |  |
| BP raised 11.5 bilion in a right |  |
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| dd into the govenmment＇s $f$ |  |
| In November，Knwait moved to |  |
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ing It emphasizes very conserva ing it emphasizes very conserva－ tive activines，investing in sade and
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Chrysler to Sell Mitsubishi Coupé
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## Debt－Burdened Cannon Plans Merger



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## B\＆C Will Pay

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## PC Makers

Forecast
Strong 88
By David E Sanger
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## Preussag Expects a Small Profit This Year



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Notice of Annoul General Meeting




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BY ORDER OF THE BOARD OF DDRECTOBS
Dued November 29， 1987
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\＆Poor＇s and Mocty＇s respectivehy．Im－ portant to investors，DM bonds as well as

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Page 14
INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 9, 1987




nTERNATIONAL HERALD TRIbUNE, WEDNESDAY, DECEMBER 9, 1987


CONSTRAINTS: Lover Dollar Is Not Enough to Aid U.S. Industrial Eaporters


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Smaller firms come in a blaze of glory and expect to sort out a deal overnight.'

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## ADD SOMETHING SOLID TO YOUR PORTFOLIO. INVEST IN THE NEW GOLD BRITANNIA.

As long as man can remember, gold has been the standard of wealth It has been the best insurance against inflation and times of trouble More secure than empires, cert tainly more secure than paper.

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The new Britannia coin contains one ounce ( 31.1035 grms ) of pure gold.

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And there are three other coins, which contain half an ounce ( 15.55 gmm ), a quarter of an ounce ( 7.78 grms ), and one renth of an ounce (3.llgms) of gold.

Their price, of course, is deter mined by the current price of gold. Which, in the long term, has always risen

The new Britannia from The Royal Mint.
THE ROYALMINT 䁷



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NTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBEER 9, 1987

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(Quotations Supplied bu Funds Listed) Dec. 8,1887


## CuRRENCY MARKETS <br> Bollar Declines in Thin Trading

##  <br> 



## OPEC Is Squeezed by Falling Dollar

Options Are Few for Countering Loss of Purchasing Power















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Market Worries Cartel Committee

VIENNA Reuters A key OPEC


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DENNIS THE MENACE

"THLS IS MY NUMBER OTE TEDDY BEAR AND THATS
MY SARE BEAR."



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## SPORTS

## Jendl Ends Dominating Year With a 3-Set Rout of Wilander



## A Hyped-Up Draw in Zurich, a Surefire Draw in Milan



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## SPORTS BRIEFS <br> Marino Leads Dolphins Past Jets, 37-28     Baseball Strike Zone Reduced, Sort Of   <br>     <br> Quotable <br>   




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## A Brutal Surprise From Tavernier



## PEOPLE <br> Prince Charles Attends.







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International Business Message Center




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OFFCE SERVICES:
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## Your office in Paris









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